

DTFH71-03-C-00031

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Revised 1/10/02

## SMALL BUSINESS SUBCONTRACTING PLAN

Date: July 10, 2003

Solicitation Number: DTFH71-03-B-00033

Project Number: PLH-DEWA 10(3)

Contractor Name: Intercountry Paving Associates, LLC.

Address: 859 Willow Grove Street  
Aacketstown, NJ. 07840

DUNS# 603400736

The following individual contract plan, together with any attachments, is hereby submitted as a Small Business Subcontracting Plan to satisfy the applicable requirements of Section 8(d) of the Small Business Act (15 U.S.C. 637(d)) and FAR Contract Clause 52.219-9, Alternate I.

1. The following percentage goals, expressed in terms of percentage of the total planned subcontracting dollars, will be applicable to any contract awarded as a result of this solicitation:
  - a. Small Business Concerns (SBC): 2% percent of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns.
  - b. Veteran-Owned Small Business Concerns (VSBC): 2.5% percent of total planned subcontracting dollars under this contract will go to subcontractors who are veteran-owned small business concerns.
  - c. Service-Disabled Veteran-Owned Small Business Concerns (SDVSBC): 0% percent of total planned subcontracting dollars under this contract will go to subcontractors who are veteran-owned small business concerns.
  - d. HUBZone Small Business Concerns (HSBC): 0% percent of total planned subcontracting dollars under this contract will go to subcontractors who are HUBZone small business concerns.
  - e. Small Disadvantaged Business Concern (SDBC): 2% percent of total planned subcontracting dollars under this contract will go to subcontractors who are small disadvantaged business concerns.
  - f. Women-Owned Small Business Concerns (WSBC): 17% percent of total planned subcontracting dollars under this contract will go to subcontractors who are women-

owned small business concerns.

2. The following dollar values correspond to the percentage goals shown in Section 1 above:

- a. The total dollars planned to be subcontracted to all types of businesses under this contract is \$ 313,145.00.
- b. The total dollars planned to subcontracted to small business concerns is \$ 6000.00.
- c. The total dollars planned to subcontracted to veteran-owned small business concerns is \$ 7600.00.
- d. The total dollars planned to subcontracted to service-disabled veteran-owned small business concerns is \$ -0-.
- e. The total dollars planned to subcontracted to HUBZone small business concerns is \$ -0-.
- f. The total dollars planned to be subcontracted to small disadvantaged business concerns is \$ 6000.00.
- g. The total dollars planned to subcontracted to women-owned small business concerns is \$ 53,065.00.

3. The following principal types of supplies and/or services are planned to be subcontracted under this contract. (Indicate if planned to subcontract to a non-small business concern, SBC, VSBC, SDVSBC, HSBC, SDBC, or WSBC. Use additional sheets if necessary).

| Type of Supply/Service to be subcontracted under this contract | Planned to be subcontracted to Non-SBC, SBC, VSBC, SDVSBC, HSBC, SDBC, WSBC (enter one) |
|--|---|
| Guide Rail   | Non-SBC   |
| Landscaping  | WSBC  |
| Striping   | VSBC  |
| Signage  | SBC, SDBC   |
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4. The following method was used to develop the subcontract percentage goals.

Checked The internet, ~~the Blue Book~~, our Bid  
and ~~UTCA Directory~~ For Items that were  
Not in our mainline work that could be given to  
Subcontractors

5. The following method was used to identify potential subcontract sources for solicitation purposes. (What source lists were used and what organizations were contacted to identify potential SBC, VSBC, SDVSBC, HSBC, SDBC, and WSBC subcontractors.)

Checked The Internet, Blue Book, and UTCA.  
Directory For Subs with the above classifications

6. Indirect costs (were) (were not) included in establishing the subcontracting goals specified in Sections 1 and 2 above.

If indirect costs were included, the following method was used to determine the proportionate share of indirect costs to be incurred with SBC, VSBC, SDVSBC, HSBC, SDBC, and WSBC subcontractors.

7. The following individual will administer the subcontracting program:

Name: John S. Hildemann

Title: Director of Construction Management

Address: 859 Willow Grove St.  
Hackettstown N.J.

Telephone: (908) 850-4411

07840

This individual's specific duties, as they relate to the subcontracting program, are as follows:

General overall responsibility for review, monitoring, and execution of the plan, including, but not limited to (list duties):

Soliciting Bids,  
Execution of Subcontracts  
Tracking of Work performed  
Approving Payment To Subs

8. The following efforts will be taken to ensure that SBC, VSBC, SDVSBC, HSBC, SDBE, and WSBC subcontractors will have an equitable opportunity to compete for subcontracts:

Open Bidding, & Aggressively Seek  
Solicitations From Subcontractors with  
The Above Classifications

9. It is agreed that FAR Clause 52.219-8, Utilization of Small Business Concerns, will be included in all subcontracts which offer further subcontracting opportunities. It is further agreed that all subcontractors (except small business concerns) who receive subcontracts in excess of \$1,000,000 will be required to adopt and comply with a subcontracting plan

in accordance with FAR Clause 52.219-9.

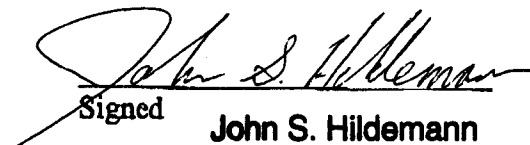
10. The Contractor agrees to:

- a. Cooperate in any studies or surveys as may be required.
- b. Submit periodic reports so that the Government can determine the extent of compliance by the Contractor with the subcontracting plan.
- c. Submit Standard Form (SF) 294 (attached), Subcontracting Report for Individual Contracts and/or SF 295 (attached), Summary Subcontract Report, following the instructions on the forms.
- d. Ensure that its large business subcontractors agree to submit SF 294 and SF 295.

11. The following types of records will be maintained concerning procedures that have been adopted to comply with the requirements and goals in the plan:

- a. Source lists, guides, and other data that identify SBC, VSBC, SDVSBC, HSBC, SDBC, and WSBC.
- b. Organizations contacted in an attempt to locate sources that are SBC, VSBC, SDVSBC, HSBC, SDBC, and WSBC.
- c. Records on each subcontract solicitation over \$100,000 indicating:
  - i Whether SBC's were solicited, and if not, why not;
  - ii Whether VSBC's were solicited, and if not, why not;
  - iii Whether SDVSBC's were solicited, and if not, why not;
  - iv Whether HSBC's were solicited, and if not, why not;
  - v Whether SDBC's were solicited, and if not, why not;
  - vi Whether WSBC's were solicited, and if not, why not;
  - vii If applicable, the reason award was not made to a small business concern.
- d. Records of any outreach efforts to contact--

- i Trade associations.
  - ii Business development organizations
  - iii Conferences and trade fairs to locate SBC, VSBC, SDVSBC, HSBC, SDBC, and WSBC sources.
  - iv Veterans service organizations
- e. Records of internal guidance and encouragement provided to buyers through--
- i Workshops, seminars, training programs, etc.
  - ii Monitoring performance to evaluate compliance with the program's requirements.
- f. On a contract-by contract basis, records to support award data submitted by the Contractor to the Government, including the name, address and business size of each subcontractor.

  
Signed **John S. Hildemann**  
**Director of**  
**Construction Management**

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Company Title

7/10/03  
Date